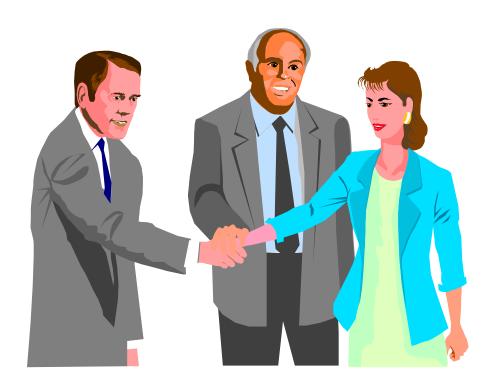
KIEV INTERNATIONAL INSTITUTE OF SOCIOLOGY

Types of s	selection:
selection of households	1
random selection	2
address selection	3

1) FOR SELECTION OF HOUSEHOLD	D:	2) FOR REN	DOM (ROUT) SELECTION	O <u>N:</u>
Chain number:		Number of	the rout list:	
Number of the household in the			the enterprise in the	
chain:		rout list:		
Number of the respondents in the				
household:				
	DRESS (REGISTE ION, PLEASE RE	,		
code of the	ne enterprise in th	ne register:		

BUSINESS IN UKRAINE

Sociological questionnaire for managers, employers and self-employed



•			
A0.	STARTING TIME OF THE INTERVI	EW: H.	M.

Part A.

[HERE AND FORTH EVERYTHING IN ITALIC SHALL BE USED ONLY FOR INTERVIEWING SELF-EMPLOYED] I would like to discuss your business activity in more detailed. (FOR INTERVIEWING HOUSEHOLD REFIRE TO THE INFROMATION FROM THE REGISTER)

If you undertake several types of business activity let us discuss one which took most of your time for the last 30 days.

			1
À1.	Name of the enterprise?		
	IF THE RE	ESPONDENT I	E ENTERPRISE NAME IS SELF-EMPLOYED - WORK OUT OF ANY ENTERPRISE OR ORD HIS /HER NAME AND SKIP TO A7
À2.	Does your company have	any other	name used for its business?
	Yes1 → Another n	ame of	
	No2 the enterp	rise:	
À3.	· · · · · · · · · · · · · · · · · · ·		
	die owners of this		
			eople
			owned, etc.)
		(HS/DK
			Refused9
À4.	Who is the manager of		
	the business?		
	the business.		NAME OF THE MANAGER
À5.	Is this person hired or is	Is hired	
	he an owner / a co-	Is an ov	vner
	owner?	Is one o	of several owners
	HS/DK7		
			Refused9
À6.	Is 51 % or more of the bu	icinocc	Yes 1
AU.	owned by a woman (wom		No
	owned by a woman (wom	CII):	HS/DK
			Refused9

À7.	What is the		wned by physical persons	1
	ownership		e / Joint-Stock with 25%-50%	
	form of your		ne state	2
	enterprise		e / Joint-Stock with over 50%	_
(business):		held by th	ne state	3
			e / Joint-Sock with the majority	,
	SHOW CARD		rivate or juridical persons	4
	À7		ture where the majority belongs to private	_
			al persons	3
			ture where the majority belongs to the	
			raine) ned	
			l commercial activity	
			es of ownership, List	
		Other type	HS/DK	9 07
			Refused	
			Refused	99
À8.	Did your enterp	rise have a	Yes	1
	different owners		No	
	before?	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	HS/DK	7 → A10
	belore.		Refused	9 → A10
À9.	Which ownership	p form	Private enterprise 1	
•	did it have?		Collective / Joint-stock	
	SHOW CARD A9		Joint venture	
	SHOW CARD A9		State-owned	
			Other types of ownership	
			HS/DK	7
à 10	Your		is a newly created firm	1
110.	Enterprise		has separated from a continui	
	Enter prise		but larger state-owned enterprise	~
			was privatized form an entir	
			state-owned enterprise	
			has separated from an enterpr	
			of a different ownership form	
			HS/DK	7
À11.	Did any naut of	******	Yes 1 → À11à.When	" 9
411 .	<i>.</i> 1		No	
	current enterpr		HS/DK7	Month:
	separate into an		Refused9	Year:19
	independent fir	m?	Kelused	HS/DK0
_				
À12.	Does your enter			How many firms?
	subsidiaries or o	other comp	panies No2	
	where it owns o	ver 50% of	f the HS/DK7	
	equity?		<u> </u>	HS/DK(

À13.	Does a different (holding) 50% of the equity of your	enterprise own more then Yes
À14.	Principal type of activity your enterprise(business) [select the one bringing targest income?]	:
À15.	Principal sphere of activity of your enterprise (business): SHOW CARD A15 THE ANSWER TO THIS QUESTION HAS TO CORRESPOND THE ANSWER TO THE QUESTION A14.	Construction [examples and listings will be provided to the interviewers as part of their training.] Manufacturing, Mining
Â1.	Number of Employees (Fupart-time)? DON'T SHOW THE SCALE THE RESPONDENT	employees: IN THE ICON AND CODE IT BY
Â2.	How many of them are employed (IF THERE ARE NO FULL OR PART TIME EMPLOYED RECORD" 0"	H5/DK0.1

Â3.	How many <u>hours per</u> <u>week</u> on average at your enterprise (in your	part time e	employment		hours per week HS/DK0.1
	business) is	full time en	nployment		hours per week HS/DK0.1
Â4.	What is the number of wome among all employed at your enterprise (business)?	n	NUMBER OF V	WOMEN	% HS/DK0.1
Â5.	Are there any members of imfamilies of owners and managerelatives working in the firm	gers or	Yes No	HS/DK	12 →Â77 →Â79 →Â7
Â6.	Are these family members compensated for their work?				2
Â7.	In the past 6 months has the number of workers:decre	eased 2	 → Â10	n On how m	HS/DK0
Â8.	ASK THIS QUESTION IF THE A NUMBER OF EMPLOYEES HA If the number of employees decreased, did you fire some employees? (at least in one ca	AS DECREASE	ED). IN OTHER Yes No HS/DK	R CASES - S	KIP TO B10. 1 2 →Â10 7 →Â10
Â9.	How many people were fired	?		HS/DK0	
Â10.	How many days does the pro- normally takes at your firm?		ng	HS/DK0	
Â11.	Did you put any employees on extended unpaid layoff?	No		Â11à. Hov employees	•

Part C

Ñ1.	Year enterprise (your business) started under present ownership?	month: year: 19 HS/DK0 HS/DK0
Ñ2.	Is your enterprise (your activity) officially registered?	Yes
Ñ3.	·	1 → Ñ3à. How many licenses you need?
	license (licenses) from No	••=
	government agencies or bureaus for the operation of your enterprise (business)? \tilde{ON}/\tilde{IC}	/ HS/DK
Ñ4	Please look at the list of public agencie registration and to the process of licen enterprise (business) under the control	nsing and keeping the activity of an
	GIVE THE CARD WITH THE LIST OF ACQUESTIONS. PLEASE RECORD AGENCE /BUSINESS IN THE FIRST COLUMN OF	CIES INSPECTED THE ENTERPRISE
Ñ4à.	How many times was your business in last 6 months?	aspected by each of these agencies during the

 $\tilde{N}4b.$ What proportion of the time did each of these agencies find violations resulting in fines or other administrative penalties?

C4 Name of Agency	C4a Number of	C4b Proportion of Time
	Times Inspected in	When Violation Found
	Last 6 months	
1. Tax Agency		
2. Fire Department		
3. Police Department		
4. Sanitary-Epidemic Station		
5. Ministry of Environment		
6. Committee of Standardization,		
Certification, and Metrology		
7. Consumer Protection Committee		
8. Anti-Monopoly Committee		
9. Department of Architecture		
10. Other Agency (Specify)		
11.DIDN`T INSPECT BY ANY		
AGENCIES		

N5. Have your business prepared or conducted any of the activities listed here for its own use?

		yesHS/DK
À.	Prepared a written detailed business plan	13
В.	Prepared a request for financing	13
C.	Conducted formal market research	13
D.	Prepared a written marketing plan	13
Ε.	Worked with a business consultant	13

No. Has your firm received assistance from an assistance program in the form of:

		äà	íåò	HS/DK
À.	Management Training Programs?	1	2	3
В.	Business Consulting?	1	2	3
C.	C. Assistance in obtaining credit/loans?	1	2	3

Ñ7.	IF "YES" TO ONE OF C6, ASK THE FOLLOWING C7.IN OTHER CASES - SKIP TO
	THE OUESTION C8

Do you remember the name of the
program which provided the
assistance?

PROGRAM/PROJECT	PROGRAM SPONSOR
NAME	
HS/DK0	HS/DK0

N8. Do you belong to one or more of the following organizations:

		äàíåòHS/DK
À.	Local Chamber of Commerce	13
В.	Industry Association	13
C.	Trade Association	13
D.	Union of entrepreneurs of Ukraine	13
Ε.	Other (SPESIFY)	13

Part D

D1. What % of your products / services is purchased by government agencies through so-called "state contracts"

None	1
1-5 percent	2
6-10 percent	3
11-50 percent4	
More than 50 percent	
HS/DK	

D2.	W hat percent of your enterprise's	Zero percent	
	(business's) raw materials, supplies	1-10 percent	
	and equipment are obtained through	11-40 percent	3
	barter?	41-70 percent	
	bui tei .	more than 70 percent	5
		HS/DK	7
D3.	What percent of your sales are	Zero percent	1
	bartered rather than cash receipts?	1-10 percent	
	P	11-40 percent	
		41-70 percent	4
		more than 70 percent	
		HS/DK	
D4.	What percent of your payroll is paid	Zero percent	1
	in kind?	1-10 percent	
	m mm.	11-40 percent	
		41-70 percent	
		more than 70 percent	5
		NO EMPLOYEES	
		HS/DK	
D5.	How many months is your payroll in	Current (zero months)	1
	arrears?	1 – 3 months	2
	W-10W-20	4 – 6 months	3
		6 – 12 months	4
		Over 12 months	5
		HS/DK	7
D6.	What part of your enterprise's	Zero percent	1 →D 8
	(your) product or services is	1-10 percent	2
	exported outside the Ukraine?	11-30 percent	3
	emported durate the emaile.	31-70 percent	
		more than 70 percent	5
		HS/DK	7
~-		7	
D7.	If you have exports, what percent of	Zero percent	
	exports is to Russia and other CIS	1-10 percent	
	states?	11-20 percent	
		31-70 percent	
		more than 70 percent	
		HS/DK	

D8.	What is the single problem facing	your enter	prise (<i>busines</i>	ss) today.
			most important	next most important
		CARD D8		
	WITH ALLOWABLE RESPONSES,			
	Existing tax system			
	Administrative controls by public agencies			
	Legislative conditions			
	Inflation			
	Obtaining credit		5	5
	Interest rates - (the charges by banks or other			
	lenders for loans to the business)			
	Shortages of raw materials / inputs			
	Lack of working capital			
	Labor availability and cost			
	Availability of other necessary resources			
	Low market prices for my products			
	Inadequate equipment			
	Lack of marketing plan and advertisement ca Lack of demand for goods and services produ		111Zau01115	13
	(needs discussion)	ucea	1.4	1.4
	Other			
	Hg/Di		15	97
DO		X		
D9.	During the last 6 months what were			nder 500 UAH
	your gross sales or revenues for the			1-1,000 UAH
	entire period?			001-5,000 UAH 4
			11/11/11	001-10,000 UAH 5
	WRITE THE EXACT ANSWER IN THE			,001-25,000 UAH 6
	ICON AND CODE IT BY THE SCALE.			,001-50,000 UAH 7
	IF THE RESPONDENT DOES NOT			,001-100,000 UAH 8
	GIVE THE EXACT ANSWER SHOW			0,001-500,000 UAH 9
	THE CARD D9.			0,001 and more 10
			20	HS/DK 97
				Refused 99
D10.	During the last six months has	More than	100% Lower.	1
210.	your sales volume <u>IN HRIVNAS</u>	Between 3	31%-100% Lov	ver 2
	become:			er 3
	become.			·4
	SHOW CARD D10.	About the	same	5
		Between 1	1%-15% Highe	r 6
		Between 1	16%-30% High	er7
				her 8
				9
				97 → D12
			Refused.	99 → D12

D11.	What do you think	Inflation		1	1
	is the major reason	Changes in eco	onomic conditions	2	2
	for sales for your		es prospects for my		
	enterprise to		rvices	3	3
	-		terest rates and		
	(CHOOSE AN		lity		
	ANSWER SELECTED		erage sales prices	5	5
	IN THE PREVIOUS	Changes of pri		_	_
	QUESTION)?		puts	6	6
	SHOW CARD D11.	0 0	ulatory environment (inspections,	_	_
			es, administrative interference)		
			e political environment		
			l changes		
		ПЗ/ДК		11	11
D12.	Do you think that your	business	Will go down substantially	1	
	sales will change in the		Will go down slightly		
	months?	110210 5121	Will remain the same		→ D13
			Will go up a little	4	
	SHOW CARD D12		Will go up substantially		
			HS/DK	7 🗦	▶ D13
D11b.	(CHOOSE AN ANSWEI	R SELECTED I SWER TO THIS	ason for sales for your enterprise N THE PREVIOUS QUESTION DE S QUESTION RECORD IN THE CO 11.	12)	N D11b
D13.	Do you think that GEN	NERAL busin	ess Much better		1
	conditions six months				2
	better or worse?	11 0111 110 // // 11	About the same		3
			Somewhat worse		4
	SHOW CARD D13.		Much worse		5
				ÒÑ/ÍÇ.	7
D14.	During the last six month		More than 100% Lower		
	average net profit of you		Between 31%-100% Lower		
	(business) IN HRIVNAS become:		Between 16%-30% Lower		
	SHOW CARD D14.		Between 1%-15% Lower		
			About the same		
			Between 1%-15% Higher		
			Between 16%-30% Highe		
			Between 31%-100% Higher		
			More than 100% higher		16
			Refused		
			Ketuseu	77 D	10

D15.	If higher or lower, what are the most important reasons? Respondent may list up to three. Hand the respondent a response card with the following entries: (CALL THE ANSWER CHOOSED BY THE RESPONDENT TO THE PREVIOUS QUESTION)? SHOW CARD D15	Changes of the market conjuncture (between demand and supply) 1 Inflation 2 Change of the volume of sales 3 Change of the average sales price of products 4 Changes of prices for raw materials & inputs 5 Change of labor cost 6 Change of regulatory environment (inspections, regulated prices, administrative interference) 7 Level of taxation 8 Changes in expenses (rental, depreciation) 9 Usual seasonal changes 10 Other 11 HS/DK 12			
D16.	What do you expect to have volume of production the services that your enterprior will produce during the normanths? SHOW CARD D16	goods or rises (business)	Decrease Significantly		
D17.	. How are your average selling prices IN HRIVNAS for your goods or services today compared to six months ago? SHOW CARD D17		More than 100% Lower 1 Between 31%-100% Lower 2 Between 16%-30% Lower 3 Between 1%-15% Lower 4 About the same 5 Between 1%-15% Higher 6 Between 16%-30% Higher 7 Between 31%-100% Higher 8 More than 100% higher 9 HS/DK 9 Refused 9		
D18.	Are loans easier or harder to get than they were six months ago? SHOW CARD D18	They were not available then and are not available now Harder to Get Now The Difficulty of Getting Them is About the Same Now as it was Six Months Ago It is easier to get loans now HS/DK			
D19.	Did you attempt to borrow money for your business within the last six months?		Yes		
D20.	If Yes, was your enterpris successful?	se (you)	Yes		

D21.	During the last yea capital expenditure equipment, building	es to improve or pu	irchase ^N	/es No HS/DK	2	
D22.	What sort of expenownership acquire title)					
	SHOW CARI	D D22.	Purcl	nased	Leas	ed
	Production premises an	nd structures		1	1	
	Vehicles					
	Equipment					
	Fixtures, Furniture					
	Land				5	
	Improvements to existi	_	ζ		6	
D23.	ASK THIS QUESTIO					
D23.		THE COLUMN 1 T			WILTIMAG	
	What was the total			7) UAH	1
	purchasing(CALL THE SORT OF				UAH	
	EXPENDITURES FROM THE				00 UAH	
	PREVIOUS QUESTION D22) ?		uah		00 UAH	
	WRITE THE EXACT ANSWER AND		иан		000 UAH	
	CODE IT BY THE SCALE. IF THE				,000 UAH	
	RESPONDENT DOES NOT GIVE THE				,000 UAH	
	EXACT ANSWER SH	IOW CARD D23.			0,000 UAH 00,000 UAH	
					nd more	
					l	
D24.	Do your	demand cash pa	yment		1 → D20	5
	suppliers	extend credit			2	
		SOME REQUIR CA	SH SOME EXT	ΓEND CREDI	T3	
		WE DON'T WORK	WITH SUPPLI	ERS	4 → D28	3
			HS/DK		7	
D25.	If your suppliers		viding goods or			. 1
	extend credit, under		viding goods w			
	what terms?		30 days (one n			. 2
	SHOW CARD D25		viding goods w 31-60 days (tw			2
	SEVERAL ANSWER		viding goods w			. 3
	ARE POSSIBLE		61-90 days (th			.4
			viding a discour			
			ment within 10		*	
			owing 30 days f	or payment		
			HS/DK	- 		. 6

D26.	Your enterprise (you) be from	uys all goods single source
D27.	Why does your enterprise work only with one supplier? SHOW CARD D27 SEVERAL ANSWERS ARE POSSIBLE	Believe that you have a variety of potential suppliers, but you choose one supplier because that is most convenient
D28.	Is your enterprise doing trade?	Yes
D29.	If you are a seller of good public market place, do y rent for the space (and/or facilities such as a kiosk) occupy?	vou pay No
D30.	If yes, to whom do you pay the rent or leasing fees? SHOW CARD D30 SEVERAL ANSWERS ARE POSSIBLE	Municipal or Rayon authorities
D31.	How would you describe the impact of your rental payment for your retail location?	It is a minor cost, which I can easily pay

Part E.

And now I would ask You to remember (<u>NOT TO NAME</u>) an entrepreneur whom you know better then others. This can be a man or a women, yourself or a neighbor, a fired or a relative, it does not matter. It is only important that you have in mind <u>the same person</u> when answering the following questions. When asking about this person I will cal him/her an ENTERPRENEUR.

E1.	Do you have such a person in mind?	Yes No	
	m mmu.		
Å2.	Number of Employees in this	Just myself	
	ENTERPRENEUR?	From 1 to 5	
	CHOW CARD EX	From 6 to 10	
	SHOW CARD E2	From 11 to 50	
		From 51 to 250	5
		Over 250	6 OK7
		П5/1	/Κ/
E3.	When economic conditions in the entrepreneurs are often forced to underreporting his/her activities relations with public officials are techniques. For development of one has to estimate the scale of the Tell me please whether you have techniques of business activity?	to find a way out by es, establishment of informal nd to use other similar a program of economic crisis such a phenomena in general. e ever heard about such	s12 →Å13 fused3 →Å13
E4.	Tell me please, does the ENTREPRENEUR you have in mind undertake a	***************************************	_
E5.	What do you think, what per c paid by the ENTERPRENEUR		% HS/DK0
E6.	ASK THIS QUESTION IF THE A 100% OR "REFUSED". OTHERW	NSWER TO THE PREVIOUS ONE IS L	ESS THEN
	Which of these ways to	Gets part of his revenues in cash	1
		Gets part of his revenues to an unregistere	d
	(SHOW THE CARD E6)	account in a foreign bank	2
	are used by this	Registers revenues with people who have	
	entrepreneur?	privileges in taxation	
		Deducts expenses for the items that envisa	
		a smaller tax rate	
		Registers firms in an off-shore zone abroa	a or
		in a free economic zone in the territory of	~
		Ukraine	
		HS/DK	
		Refused	

E7.	What do you think, what perc such an ENTERPRENEUR co serious damage to his busines	ould have paid without a		Н	% S/DK0
E8.	In such conditions that are fac ENTERPRENEUR, is it possible establishing informal relations	ed by this ble to do business without	No		→ Å10
E9.	Officials of what agencies are most important to have informal relations with? SHOW CARD E7 NOT MORE THEN THREE ANSWERS POSSIBLE	Ministries, other central state executive agencies	overna		
E10.	Does the ENTERPRENEUR I profit to representatives of an what part of profit? IF THE ANSWER IS NEGATIVE	y of public agencies. If yes,	s [HS/	% DK0.1
E11.	Does this ENTERPRENEUR profit to representatives of an (racket, etc.)If yes, what perceif the ANSWER IS NEGATIVE	have to give out a part of hi y of unofficial force groups entage?	s [HS/	% DK0.1
E12.	With what rate of total taxes a one would have paid them ful		his	Н	% S/DK0
Å13	à. Mail address of the enterp	orise:			
POST	AL CODE				
OBLA	AST				
MUN	ICIPALITY				
STRE	ET AND BUILDING NUMBER				
APAR	TTMENT, OFFICE NUMBER				

Å13b. Contact phones:

AREA	
CODE	
TELEPHONE OF THE	
MANAGEROF THE ENTERPRISES	
OTHER CONTACT	
PHONES	
Å 14 TIME OF COMPLETION OF THE INTERVIEW	MINITES

Part F. Questions to the Interviewer

F1. DATE OF THE INTERVIEW:	
DATE: «» MONTH: 3 - March; 4 - April	il; 5 - May
F2.DURATION OF THE INTERVIEW IN MINUTES:mi	nutes.
F3. PLEASE RECORD THE NAMES AND POSITIONS OF M WERE ANSWERING QUESTIONS:	ANAGERS AND EMPLOYEES WHO
1	
2	
3	

${\sf F4.}$ TO WHAT EXTENT THE RESPONDENTS WERE SINCERE WHEN ANSWERING QUESTIONS:

- 1. Absolutely sincerely
- 2. Rather sincerely
- 3. Sometimes sincerely, and sometimes not
- 4. Fully insincerely

F5. OBLAST WHERE THE INTERVIEW WAS CONDUCTED

Crimea	1	Zaporizhzhya	10	Sumy	19
Kiev City	2	Ivano-Frankivsk	11	Ternopil	20
Kiev oblast	3	Kirovograd	12	Kharkiv	21
Vinnitsa	4	Lugansk	13	Kherson	22
Volyn	5	L:viv	14	Khmelnitskiy	23
Dniepropetrovsk	6	Nikolayev	15	Cherkassy	24
Donetsk	7	Odessa	16	Chernovtsi	25
Zhitomir	8	Poltava	17	Chernigiv	26
Tanscarpathean	9	Rivne	18		

F6. DISTRICT (RAYON) OF THE INTERVIEW:	
F7. MUNICIPALITY WHERE THE INTERVIEW WAS CONDUCTED:	
F8. TYPE AND SISE OF THE MUNICIPALITY	

Village	1
Settlement	2
town of 200 thousand residents	3
town from 200 to 500 thousand residents	4
town of at least 500 thousand residents	5

INTERVIEWER, READ THE FOLOWING STATEMENT AND SIGN IT:

I hereby confirm that the interview was conducted according to the instruction by the method of personal interview with a respondent selected according to the Instruction:

F9. INTERVIEWER'S NAME, FAMINILY NAME:		
	SIGNATURE:	
F10. NAME OF THE TEAM LEADER:		

F11. CODE OF THE ENCODER

F12. CODE OF THE OPERETOR

THANK YOU DEAR COLLEAGUES!

Kiev International Institute of Sociology